

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-10
NSAE-00 PA-02 SS-15 PRS-01 SP-02 USIA-15 TRSE-00
EB-08 /080 W

-----041654Z 053679 /47

R 041425Z APR 77
FM USMISSION NATO
TO USDOC WASHDC
SECSTATE WASHDC 2632
INFO SECDEF WASHDC
USCINCEUR
AMEMBASSY BONN
USNMR SHAPE

UNCLAS SECTION 1 OF 2 USNATO 1920

E.O. 11652: N/A
TAGS: NATO MARR
SUBJ: GERMAN REQUEST FOR NAMES OF ELIGIBLE US FIRMS FOR ACCELE-
RATED BIDDING ON PREFINANCED GERMAN AIR DEFENSE GROUND
ENVIRONMENT SYSTEM (GEADGE TO REPLACE OLD 412-L SYSTEM)

REF: A) AC/4(PP)N/4117, DATED 22 NOV 76
B) AC/4-D/2261 (FINAL), DATED 30 SEP 74

SUMMARY: PAYMENTS AND PROGRESS (P&P) COMMITTEE DECISION
ON 31 MARCH 1977 CALLS FOR ACCELERATED BIDDING FOR SUBJECT
PROJECT UNDER REF B PROCEDURES. AS AN EXCEPTION TO NORMAL
THREE-WEEK RULE, P&P CALLS FOR NAMES OF BIDDERS TO BE PROVIDED
GERMAN DELEGATION AT NATO WITHIN FOUR WEEKS ENDING 28 APRIL.
ACTION REQUESTED: THAT USDOC PROVIDE US WITH NOMINATIONS,
IF POSSIBLE BY 26 APRIL. END SUMMARY.

1. AT ITS MEETING 31 MARCH 1977, THE PAYMENTS AND
PROGRESS (P&P) COMMITTEE AGREED TO GERMANY'S REQUEST
FOR ACCELERATED INTERNATIONAL COMPETITIVE BIDDING (ICB)
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ON SUBJECT REPLACEMENT OF ITS 412-L AIR DEFENSE SYSTEM,
(ESTIMATED IAU 33.2 MILLION), WHICH GERMANY IS PREFIN-
ANCING AS OUTLINED IN REF A. EXTRACT OF GENERAL
DESCRIPTION FOLLOWS: BEGIN TEXT:

THE WORK CONCERNS 1 SOC, 4 CRC AND 3 AUTOMATIC RP
RADAR HEADS. THE BREAKDOWN OF THE ESTIMATED COSTS IS AS
FOLLOWS:

I. FOR ONE SOC

- COMPUTER HARDWARE
- PERIPHERAL EQUIPMENT
- DATA PROCESSING ANCILLARY EQUIPMENT INCL. BUFFER AND DISTRIBUTOR
- DATA LINK EQUIPMENT
- 6 MULTIPURPOSE CONSOLES (PPJ)

II. FOR EACH OF FOUR CRCS

- COMPUTER HARDWARE
- PERIPHERAL EQUIPMENT
- DATA PROCESSING ANCILLARY EQUIPMENT INCL. BUFFER AND DISTRIBUTOR
- DATA LINK EQUIPMENT
- MULTIPURPOSE CONSOLES (PPJ) 25,
- RANGE - HEIGHT INDICATOR
- OPERATING CONSOLE FOR IFF/SIF
- SIMULATION UNIT

III. FOR EACH OF THREE AUTOMATIC RPS

- RADAR EXTRACTORS (2EACH)
- DATA LINK FACILITIES

IV. FOR TACTICAL COMMUNICATIONS SUBSYSTEM

- TRAINING EQUIPMENT (COMPUTER, PERIPHERAL, CONSOLES)
- DOCUMENTATION (6 AFTO)
- SPARE PARTS

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- SPECIAL TOOL AND TEST EQUIPMENT
- INITIAL TRAINING
- PLANNING (DEFINITION, MANAGEMENT SUPPORT)
- INFRASTRUCTURE
- SOFTWARE
- ESC REPLACEMENT

END TEXT.

2. DURING P&P DISCUSSIONS THE GERMAN REP MADE FOLLOWING
ADDITIONAL POINTS:

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UNCLAS SECTION 2 OF 2 USNATO 1920

A. SIGNING OF CONTRACT IS ENVISAGED FOR FEBRUARY 1978.

B. POTENTIAL PRIME CONTRACTORS SHOULD HAVE THOROUGH
KNOWLEDGE OF NATO'S NADGE SYSTEM AND OTHER ADJACENT AIR
DEFENSE SYSTEMS.

C. GERMANY REQUESTS THAT NATIONS NOMINATE ONLY THOSE
FIRMS WHO CAN DEMONSTRATE THEIR FULL QUALIFICATIONS FOR
COMPLETING A PROJECT OF THIS NATURE, TECHNICAL COMPLEXITY
AND MAGNITUDE, AND WHO HAVE PREVIOUSLY CARRIED OUT AIR
DERENSE PROJECTS OF SIMILAR SCOPE, OR WHO HAVE CONSIDERABLE
EXPERIENCE IN THIS FIELD.

D. GERMANY AS HOST COUNTRY RESERVES THE RIGHT, UNDER
THE PROVISIONS OF PARA 6.(II) AND 6.(III) OF
AC/4-D/2261 (REF B), TO CONDUCT A SPECIFIC TECHNICAL
AND FINANCIAL SCREENING OF NOMINATED FIRMS, INCLUDING
A REQUIRED RESPONSE BY EACH FIRM TO A DETAILED
QUESTIONNAIRE, IN ORDER TO BE ASSURED OF THEIR
QUALIFICATIONS.
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3. THE UK REP ASKED WHETHER IT WOULD BE ACCEPTABLE FOR
A NOMINATED PRIME BIDDER TO FORM A CONSORTIUM AFTER THE
FINAL DATE FOR SUBMISSION OF THE LIST OF ELIGIBLE BIDDERS.
THE GERMAN REP AGREED IT WOULD BE ACCEPTABLE, AND IN
REPLY TO A FURTHER UK QUESTION, ASSURED THE P&P COMMITTEE
THAT NO CONSORTIUM WOULD BE REJECTED SOLELY BECAUSE SOME
ELEMENTS WERE NOT ON THE ORIGINAL LIST OF PRIME BIDDERS.

4. THE P&P DECISION REQUIRES THAT THE NAMES OF ELIGIBLE
AND INTERESTED US FIRMS BE PROVIDED TO THE GERMAN DELEGATION
TO NATO WITHIN FOUR WEEKS, I.E. BY THE CLOSE OF BUSINESS
28 APRIL 1977. WE RECOMMEND THAT USDOC CONSIDER INCLUDING
AT LEAST LITTON INDUSTRIES, HUGHES AIRCRAFT, GENERAL ELECTRIC,
RAYTHEON AND BURROUGHS AMONG US NOMINATIONS, BECAUSE
GERMAN AUTHORITIES HAVE HAD CONSULTATIVE DISCUSSIONS WITH
THEM. FOR A MARGIN OF SAFETY, WE ASK THAT USDOC PROVIDE
US WITH THE COMPLETE NAMES, SECURITY CLEARANCES AND
ADDRESSES INCLUDING TELEXES OF ALL FIRMS TO BE NOMINATED
BY 26 APRIL 1977. STRAUSZ-HUPE

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<< END OF DOCUMENT >>

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